

The Business Connection

Quarterly Newsletter from your local Business Centre—GEDC
QR 4, 2016

New Manufacturing Business in Greenstone



Michel Leclair and his new CNC Tablesaw.

The Board and staff at GEDC Business Centre would like to congratulate Silver Lining Cabinetry Limited, another successful start-up with assistance from GEDC's 3-tier lending program.

Located in Geraldton, Silver Lining Cabinetry Limited specializes in the design, fabrication, and installation of cabinets and countertops customized to fit your space. They also design and build custom shelving, desks, closets and components to add a modern and professional appearance to any residential or commercial renovation project.

Silver Lining Cabinetry Limited owner Michel "Mike" Leclair is a carpentry specialist and expert craftsman with over 30 years' experience in the industry. Mike had a dream of owning his

own cabinet manufacturing business here in Greenstone, and with assistance from GEDC Business Centre, that dream has become a reality.

Silver Lining Cabinetry Limited uses state-of-the-art Computer Network Controlled (CNC) technology to produce top-quality products quickly and efficiently. Utilizing his CNC tools and equipment, Mike and his

team can convert customized drawings into works of art that will revive your aging kitchen or bathroom.

Contact Silver Lining Cabinetry Limited at 854-1511 for your next renovation project.

The GEDC Business Centre is available to help new businesses like Silver Lining Cabinetry Limited get off to the right start with business counselling and lending solutions. To find out more, contact GEDC's Business Outreach Officer at 854-2273 ext. 22 or visit www.gedc.ca



Michel Leclair and staff

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What is GEDC?

Greenstone Economic Development Corporation (GEDC) is your local Community Futures Development Corporation (CFDC)

We provide FREE services to both the business community and inspiring entrepreneurs. We assist with all your business needs. Check out our website for more information: www.gedc.ca

MISSION

Foster and encourage the start-up and operation of successful enterprise in all economic sectors within the Greenstone Service Area.

MANDATE

Strategic community planning and socio-economic development

Support for community based projects

Business information and planning services

Access to capital for small and medium sized businesses and social enterprises



GEDC Holiday Hours

Closed December 23, 2016 at Noon, reopen December 28, 2016

Closed December 30, 2016 at Noon, reopen January 3, 2017

Have a safe and joyful holiday season!

GEDC Feature Business – Eileen Johnson Enterprises



The Board and staff at GEDC Business Centre would like to recognize Eileen Johnson, owner of Eileen Johnson Enterprises on the expansion of her business with assistance from GEDC's Micro-loan program.

Eileen has brought unique products to the Greenstone area that cannot be purchased in local stores. Soap Nuts are a natural organic, hypoallergenic laundry soap, household cleaner, body wash and shampoo. Eileen imports the finest Soap Nuts from Nepal for wholesale and helps provide customers in this region with a chemical-free, organic alternative.

Eileen has recently expanded her line to include Lokta paper products, such as gift boxes, journals and Lokta paper packaging. Lokta paper is the most environmentally friendly paper on Earth, and it is handmade in Nepal. Not only do these products have an authentic and beautiful look, they support a valuable part of the export market in Nepal.

In addition, Eileen has entered the real estate market in Greenstone. Utilizing her years of marketing and management experience, Eileen represents Belluz Realty in Greenstone and is available to assist with your real estate needs!

Visit belluz.com / soapnutscanada.com for more information or contact Eileen at eileen@belluz.com or 853-2413.

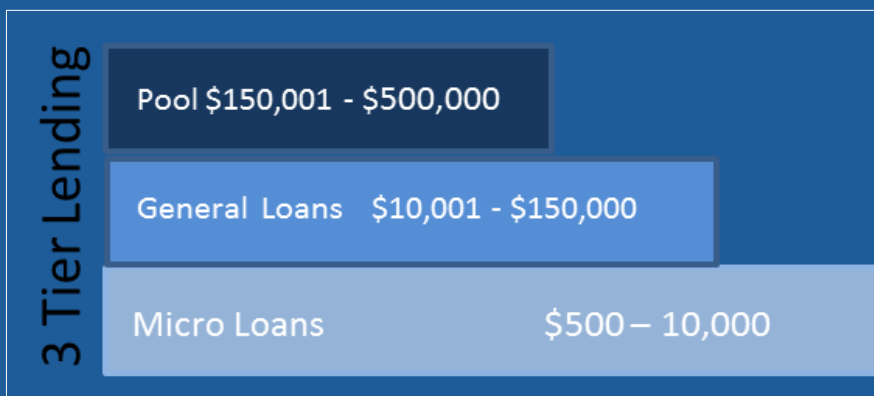
The primary objective of GEDC Business Centre financing is to invest in sound businesses that create / maintain sustainable employment in all economic sectors within the Greenstone services area.



Business Loans with GEDC

If you are unable to get financing through traditional lenders, you can apply for a business loan at Greenstone Economic Development Corporation. The primary objective of GEDC financing is to invest in sound businesses that create and maintain sustainable employment in all economic sectors with the Greenstone services area.

As a solution lender, GEDC has a 3-Tier Lending program:



NEED HELP??

At GEDC, our qualified business professionals are here to help your business with every step of the application process; and the best part is our services are at no cost to you!

Call or email today to set up an appointment: 807-854-2273 / info@gedc.ca

Pool Loans: These loans are available through the CFDC's Northwestern Ontario Investment Pool.

General Loans: Ranging from \$10,001 - \$150,000, GEDC's general loans can help Greenstone businesses of all sizes reach their maximum potential.

Micro-Loans: Starting as low as \$500, these loans are ideal for smaller businesses looking for help with start-up and other costs. We have created a simplified application and approval process that will help get your business start or expand quickly and easily.

Community Economic Development (CED) Activity / Projects

Business Outreach Initiative—Complete!

GEDC Business Centre and the Municipality of Greenstone launched the 'Business Outreach Initiative' in spring of 2016. The Municipality of Greenstone Tourism Coordinator and GEDC Business Outreach Officer travelled as a tandem to businesses throughout Greenstone, and this personable approach was well received overall.



The goal of the initiative was to inform businesses of available services, and answer any questions during the visits, or through a follow-up. As part of the discussions, there was also a good opportunity to confirm the business directory listing details to ensure business information is up to date in the GEDC Business Directory. As a result of the visits, 18 new businesses were added to the GEDC Business Directory. A short survey was distributed to the businesses via email as part of the follow-up. The survey was designed to help gather additional feedback about the initiative beyond what was given in the face to face discussion. Over 90% of the survey responses indicated that businesses were satisfied with the visit and over 90% indicated that they are more aware of the services GEDC Business Centre and the Municipality of Greenstone can offer.

At the conclusion of the project, there were over 200 business meetings and follow-ups completed in the communities of Naki-na, Beardmore, Jellicoe, Longlac and Geraldton.

2016 Business Week

GEDC organized a number of seminars/workshops as part of the celebration of Small Business Week in Canada (October 17-21).

The week began with an open house at GEDC Business Centre on Monday the 17th, where the staff were on hand to greet visitors, offer a tour of the facility and answer any questions. At 1:00pm, The 'Top 5 Mistakes Start-ups Make' workshop was streamed from Thunder Bay via our partners, Thunder Bay CEDC. This workshop was presented by a professional Chartered Accountant detailing business set-up, management and cash flow.



On Wednesday, GEDC hosted Duane Armstrong, Business Support Officer from Nishnawbe Aski Development Fund. NADF is a Community Futures Development Corporation similar to GEDC that focuses exclusively on Aboriginally-owned businesses. The seminar, Information about Aboriginal Programs and Services included information on grants, financing and other types of assistance available to Aboriginally-owned business in Greenstone. Later that day, the computers were on as GEDC presented Introduction to Microsoft Word, a course covering the basic functions of Word, and some interesting historical facts as well.

The 'End Game' was the feature seminar for Thursday. Presented online by Investors Group and Partner MNP, this workshop provided information and strategies for planning the transition of your business.

Last and certainly not the least was a fascinating workshop, Presentation Skills: HELP! Program. GEDC brought in master coach and professional speaker, Maggie Chicoine on Friday the 21st for a full-day workshop. This workshop provided an opportunity for attendants to work one-on-one with a master coach to develop and polish presentation skills, strategies for writing your introduction, and much more. This workshop brought out the highest attendance of the week and was undoubtedly a valued experience for all that attended.



Business Compliance Initiative—Phase 2

The Business Compliance Initiative was concluded this year as the second phase of the project wrapped up. The first phase of this was to create a brochure-style Business Checklist (2015) of mandatory requirements that business should be aware of. This was a way to help businesses determine if they were complaint with the latest Health and Safety regulations in Ontario. The second phase was to expand on this by creating an information handout and to generate a flash drive to have available for businesses in Greenstone.

The flash drive contains information about Health and Safety regulations for businesses, mandatory training, and information from local organizations that can assist. The stick was generated in partnership with MTW Employment Services, Thunderbird Friendship Centre, and Confederation College – Greenstone Campus. Call or visit GEDC or any of these partner organizations to find out more.

Mining Update Event—A Success!

The “Mining Update – Where are we Now” event was held at the Royal Canadian Legion in Geraldton on November 24, 2016. Despite a power outage, more than 85 people attended the event, which included industry, geologists, local municipal officials, community members and first nations. The event was hosted by the GEDC Business Centre in partnership with the Ontario Geological Survey and the Municipality of Greenstone.

The morning agenda included three presentations; Gerry White, Ontario Geological Survey, started the morning with an overview of the current exploration and development activity in the Greenstone to Ring of Fire area. Interestingly in 2015 there were 133 active projects and \$256M exploration expenditures in Northwestern Ontario and 32 projects totaling \$9M in Thunder Bay North District. Next John Mason, Thunder Bay CEDC, provided an update on gold mines in Northwestern Ontario including Canada's newest mine. – New Gold, Rainy River Project. His two part presentation first highlighted gold producers such as Goldcorp-Red Lake, Goldcorp-Musselwhite and Barrick-Hemlo as contributors to 873,000 ounces of gold production in 2015; and then significant major explorations projects such as New Gold Inc.-Rainy River project and Goldcorp-Cochener that will potentially add to gold production in 2017. Secondly, to display images from New Gold, Rainy River Project as a case sample of what a local mine could look like as a guide to business and employment opportunities, in order to assist our region in getting ready for potential development here. Concluding the morning was Ian Horne, Greenstone Gold Mines, who provided excerpts from their recent Feasibility Study results and overview of processes and timelines. Final Environmental Assessment /Environment Impact Statement (EA/EIS) submission planned end of Q1 2017 with an expected approval date of Q1 2018 (12 months) and development and productions permits are expected in 2018. To enhance environment management of the project GGM is establishing an Aboriginal Environment Review Committee to advise on monitoring activities and Independent Tailings Review Board to oversee tailings management facility design, construction, operation and closure.

The afternoon agenda focused on the Ring of Fire with three presentations on exploration for copper-zinc-silver deposits, nickel-copper-platinum deposits, gold deposits and chromite deposits. Richard Sutcliffe, Wabassi Resources, ULC, started the afternoon by talking about their Wabassi project west of Marten Falls, approximately 165 km of Nakina and straddling the proposed north-south rail corridor. They are a private company who completed a 1,699m drilling program in August 2016 yielding two outstanding intersections of Zinc and Gold on virgin ground. They look forward to developing long-term relationships with Marten Falls and Eabametoong First Nations, as they proceed with their exploration program. The location of their property has an access impediment, with logistics being a challenge, they rely on helicopters and geophysics. He stated that the region has an immense endowment of mineral deposits and they welcome the opportunity to work together and develop access. Next was Ryan Weston, Noront Resources Ltd., who talked about consolidation and progress in the Ring of Fire, history and their project pipeline. He stated that there is potential for multiple commodities in the robust area of the Ring of Fire and we've only scratched the surface. There is an improved understanding of the geology due to the Ontario Geology Survey efforts. They will start with their Eagles Nest project, followed closely by the Blackbird as there will be some shared costs. They are waiting to hear about the Province of Ontario infrastructure plan geared towards the development of the Ring of Fire which was expected to be in 2016. Their preference for Eagles Nest is an East-West access road near an existing winter road to outlying communities. Concluding the Ring of Fire talks was Moe Lavigne, KWG Resources, which is the only company in the Ring of Fire pursuing the development of chromite deposits. They are positioned to be the world's lowest cost producer of ferrochrome which is based on three essential components – high grade chromite deposits, low cost bulk transport, and reducing chromite to ferrochrome using natural gas. His presentation concentrated more on what is required to retrieve deposits out of the Ring of Fire, which is currently inac-



cessible due to lack of infrastructure and logistics. He discussed the importance of having a development and financing partner such as China which is the largest chromite consumer with an extensive railroad engineering background, the importance of structuring ownership with First nations, government participation and the need for partnerships to embrace the opportunity. The three speakers concurred that what has been discovered so far is an indication that many more mineral deposits will be discovered under the muskeg of the James Bay Lowlands, providing that investors that support exploration can be convinced that they will be rewarded when a discovery is made.

The day concluded with a brief presentation from a local entrepreneur Mike Malouf, Hardrock Extension Inc., who brought the attendees in on a “best kept secret in Greenstone” which is a 15 mile stretch of mining claims along strike of the historical 2.1 million ounce Hardrock/Macleod Cockshutt/Mosher mining operation as well as 2.4 miles of claims along strike of the 600, 000 ounce Little Longlac Gold Mine. He provided a handout that provided more detail with maps on the significance of the rich gold deposits on the property plus the underexplored potential.

It proved to be a very informative day of presentations showing the mineral potential and also the challenges being faced by companies in different stages of their projects.

GEDC is your local Business Centre, which also pursues projects and activities based on community needs and priorities. We develop and maintain partnerships to support growth and sustainability of the region. We can be contacted via email info@gedc.ca and by telephone 807-854-2273, or visit our website at www.gedc.ca.

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